LHA For Paperwork Reduction Act Notice, see the separate instructions.

Colorado Springs, CO 80903

Firm's name | Hoelting & Company, Inc.

Firm's address

31 E Platte Ave, Ste 300

May the IRS discuss this return with the preparer shown above? (see instructions)

Preparer

Use Only

Yes X No Form 990 (2017)

30-0514455

Phone no 719-630-1091

| | individuals | <u>and</u> fami. | <u>lies that</u> | <u>contact</u> | <u>the</u> : | <u>ministry</u> | <u>via</u> | the | <u>worldwide</u> | |
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| | <u></u> | | | | | | | _ | | |
| | | | | | | | | | | |
| 4d | Other program services | s (Describe in Sch | edule O) | | | | | | | |
| | (Expenses \$2 | ,069,729. | including grants of \$ | | |) (Revenue \$ | | | | |
| 4e | Total program service | expenses > | 4,921 | ,140. | | | | | | |
| | | | | | | | | | 50rm 990 | (2017) |

| 2 3 4 5 6 7 8 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A Is the organization required to complete Schedule B, Schedule of Contributors? Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part III Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? If "Yes," complete Schedule D, Part V If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX, or X | 1 2 3 4 5 6 7 8 9 10 | X | x x x x |
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| 2 3 4 5 6 7 8 | Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i> Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part II</i> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part III</i> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i> Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? <i>If "Yes," complete Schedule D, Part V</i> If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X | 3 4 5 6 7 8 | | x x x x |
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| | | | | |
| , | as applicable | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, | | | |
| | Part VI | 11a | х | |
| b | Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total | | | |
| | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | X |
| С | Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total | | | |
| | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | | X |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in | | | |
| | Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | | X |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | | X |
| f | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses | | | |
| | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X | 11f | | X |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | | | |
| | Schedule D, Parts XI and XII | 12a | X | |
| | Was the organization included in consolidated, independent audited financial statements for the tax year? | | | |
| | If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | | <u> </u> |
| | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | X |
| | Did the organization maintain an office, employees, or agents outside of the United States? | 14a | | <u>X</u> |
| | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, | | | |
| | investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 | | | |
| | or more? If "Yes," complete Schedule F, Parts I and IV | 14b | | <u> </u> |
| | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any | | | 7. |
| | foreign organization? If "Yes," complete Schedule F, Parts II and IV | 15 | | <u> </u> |
| | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to | 4.0 | | v |
| | or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV | 16 | | <u>X</u> |
| | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, | 4- | • | |
| | column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I | 17_ | <u>X</u> | |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines | 40 | | Х |
| | 1c and 8a? If "Yes," complete Schedule G, Part II Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," | 18 | | |
| 19 | | 19 | | Х |
| | complete Schedule G, Part III | | 990 (| |

| | , | | Yes | No |
|--------|---|----------|-----|------------|
| 20a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | X |
| b b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or | | | |
| | domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | | х |
| 22 | Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on | | | |
| | Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | Х |
| 23 | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current | | | |
| | and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete | | | |
| | Schedule J | 23 | х | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the | | | |
| | last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete | | | |
| | Schedule K If "No", go to line 25a | 24a | | Х |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| С | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease | | | |
| | any tax-exempt bonds? | 24c | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| 25a | Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit | | | |
| | transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | X |
| b | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and | | | |
| | that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete | | | |
| | Schedule L, Part I | 25b | | X |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or | | | [|
| | former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes," | | | |
| | complete Schedule L, Part II | 26 | | <u>X</u> _ |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial | | | |
| | contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member | | | |
| | of any of these persons? If "Yes," complete Schedule L, Part III | 27 | | <u> X</u> |
| 28 | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV | | | |
| | instructions for applicable filing thresholds, conditions, and exceptions) | | | |
| а | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28a | _X_ | |
| b | A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28b | | X |
| С | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, | | | v |
| 00 | director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV | 28c | - V | X |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M | 29_ | X | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation | 20 | | х |
| 31 | contributions? If "Yes," complete Schedule M Did the organization liquidate, terminate, or dissolve and cease operations? | 30 | | Α |
| 31 | If "Yes," complete Schedule N, Part I | 31 | | Х |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete | 31 | | |
| QZ. | Schedule N, Part II | 32 | | х |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | <u> </u> | | |
| | sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I | 33 | | Х |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and | | | |
| • | Part V, line 1 | 34 | X | |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | | Х |
| b | If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity | | | |
| | within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35b | | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? | | | |
| | If "Yes," complete Schedule R, Part V, line 2 | 36 | | X |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization | | | |
| | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI | 37 | - | X |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? | | | |
| | Note. All Form 990 filers are required to complete Schedule O | 38 | X | |
| | | Form | 990 | (2017) |

27-1394708

| | Check if Schedule O contains a response or note to any line in this Part V | | | <u></u> |
|-----|---|-----|-----|--|
| | | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a 26 | | | |
| b | Enter the number of Forms W 2G included in line 1a Enter -0- if not applicable 1b 0 | | | |
| С | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming | | | ĺ |
| | (gambling) winnings to prize winners? | 1c | _X_ | |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, | | | |
| | filed for the calendar year ending with or within the year covered by this return 2a 57 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2b | X | |
| | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | | | ł |
| За | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | | X |
| b | If "Yes," has it filed a Form 990-T for this year? If "No," to line 3b, provide an explanation in Schedule O | 3b | | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a | | | |
| | financial account in a foreign country (such as a bank account, securities account, or other financial account)? | 4a | | X |
| b | If "Yes," enter the name of the foreign country | | ı | l |
| | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR) | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | | X |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | Х |
| С | If "Yes," to line 5a or 5b, did the organization file Form 8886-T? | 5c | | |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit | | | 1 |
| | any contributions that were not tax deductible as charitable contributions? | 6a | | Х |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts | | | l |
| | were not tax deductible? | 6b | | <u> </u> |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | |
| а | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? | 7a | _X_ | |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7b | X | <u> </u> |
| С | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required | | | İ |
| | to file Form 8282? | 7c | | <u>X</u> |
| | If "Yes," indicate the number of Forms 8282 filed during the year | | | |
| е | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | —— |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | _7f | | |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g_ | | |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the | | | ĺ |
| _ | sponsoring organization have excess business holdings at any time during the year? | _8 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | _ | | l |
| | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | | |
| | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | _9b | | |
| 10 | Section 501(c)(7) organizations. Enter | | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 Cross receipts unalyided on Form 200, Part VIII, line 12 for public use of club feethers. | | | ı |
| | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities [10b] | | | ĺ |
| 11 | Section 501(c)(12) organizations. Enter | | | l |
| _ | Gross income from members or shareholders Cross income from other sources (Do not not amounts due or paid to other sources against | | | |
| Ь | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) | | ļ | 1 |
| 120 | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | l |
| | If "Yes," enter the amount of tax exempt interest received or accrued during the year 12b | 120 | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | l |
| | Is the organization licensed to issue qualified health plans in more than one state? | 13a | | |
| a | Note. See the instructions for additional information the organization must report on Schedule O | | | |
| h | Enter the amount of reserves the organization is required to maintain by the states in which the | | | |
| | organization is licensed to issue qualified health plans | | ſ | |
| c | Enter the amount of reserves on hand | | | į |
| | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | X |
| | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O | 14b | | |
| | | | | |

Form 990 (2017) dba Family Talk 27-1394708 Page
Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions

| | Check if Schedule O contains a response or note to any line in this Part VI | | | X |
|------------|---|---------|-------------|-------------|
| Sec | tion A. Governing Body and Management | | | |
| | | | Yes | No |
| 1a | Enter the number of voting members of the governing body at the end of the tax year 1a 9 | | | |
| | If there are material differences in voting rights among members of the governing body, or if the governing | | | |
| | body delegated broad authority to an executive committee or similar committee, explain in Schedule O. | | | |
| b | Enter the number of voting members included in line 1a, above, who are independent 1b 7 | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other | | | |
| | officer, director, trustee, or key employee? | 2 | X | |
| 3 | Did the organization delegate control over management duties customarily performed by or under the direct supervision | | | |
| | of officers, directors, or trustees, or key employees to a management company or other person? | 3 | | <u>X</u> |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? | 4 | | <u>X</u> _ |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's assets? | 5 | | X |
| 6 | Did the organization have members or stockholders? | 6 | | <u>X</u> |
| 7a | Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or | | | |
| | more members of the governing body? | 7a | | <u>X</u> |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or |] . | | |
| | persons other than the governing body? | 7b | | <u>X</u> |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following | | | |
| а | The governing body? | 8a | <u>_x</u> | |
| b | Each committee with authority to act on behalf of the governing body? | 8b | X | |
| 9 | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the | | | |
| | organization's mailing address? If "Yes," provide the names and addresses in Schedule O | 9_ | | <u>X</u> _ |
| <u>Sec</u> | tion B. Policies (This Section B requests information about policies not required by the Internal Revenue Code) | | | |
| | | | Yes | No |
| 10a | Did the organization have local chapters, branches, or affiliates? | 10a | | <u>X</u> |
| b | If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, | | 1 | |
| | and branches to ensure their operations are consistent with the organization's exempt purposes? | 10b | | |
| 11a | Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | 11a | <u>X</u> | |
| b | Describe in Schedule O the process, if any, used by the organization to review this Form 990 | | | |
| 12a | Did the organization have a written conflict of interest policy? If "No," go to line 13 | 12a | <u>X</u> | |
| b | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | X | |
| С | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe | | 1 | |
| | in Schedule O how this was done | 12c | X | |
| 13 | Did the organization have a written whistleblower policy? | 13 | <u>X</u> | |
| 14 | Did the organization have a written document retention and destruction policy? | 14 | <u>X</u> | |
| 15 | Did the process for determining compensation of the following persons include a review and approval by independent | | } | |
| | persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | ļ | |
| а | The organization's CEO, Executive Director, or top management official | 15a | | <u>X</u> _ |
| b | Other officers or key employees of the organization | 15b | | <u>X</u> |
| | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) | | | |
| 16a | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a | | | |
| | taxable entity during the year? | 16a | | <u> </u> |
| b | If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation | | | |
| | in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's | | | |
| | exempt status with respect to such arrangements? | 16b | | |
| <u>Sec</u> | tion C. Disclosure | | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed ►AK, AZ, CA, CO, FL, GA, MN, MS, NH | , ND | <u>, PA</u> | <u>, SC</u> |
| 18 | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) a | availab | le | |
| | for public inspection. Indicate how you made these available. Check all that apply | | | |
| | Own website Another's website X Upon request Other (explain in Schedule O) | | | |
| 19 | Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and | finan | cial | |
| | statements available to the public during the tax year | | | |
| 20 | State the name, address, and telephone number of the person who possesses the organization's books and records | _ | | |
| | The Organization - 719-244-9300 | | | |
| | 540 Elkton Drive, No. 201, Colorado Springs, CO 80907 | | | |

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<u>27-1394708</u>

Page 7

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Check if Schedule O contains a response or note to any line in this Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year
- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation Enter 0- in columns (D), (E), and (F) if no compensation was paid
 - List all of the organization's current key employees, if any See instructions for definition of "key employee"
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received report able compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations
- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee

List persons in the following order individual trustees or directors, institutional trustees, officers, key employees, highest compensated employees, and former such persons

| (A) | (B) | | 3. H.E.C | | C) | | | (D) | (E) | (F) |
|----------------------------|------------------------|--------------------------------|--|-------------|---------------|------------------------------|----------|----------------------|---------------------------|---------------------------|
| Name and Title | Average | (do | not c | Pos heck | ition more | than | one | Reportable | Reportable | Estimated |
| | hours per week | | | | | is bot or/trus | | compensation from | compensation from related | amount of other |
| | (list any | ig | | | | | | the | organizations | compensation |
| | hours for | a pio | | | | ated | | organization | (W-2/1099-MISC) | from the |
| | related | ustee | truste | | | Sued | | (W-2/1099-MISC) | | organization |
| | organizations below | la la | lonal | | ploye | E e a |] . | | | and related organizations |
| | line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | | | Organizations |
| (1) Dr. James C. Dobson | 40.00 | | | | | | | | | |
| President, CEO | | X | | X | | | <u> </u> | 0. | 0. | 7,531. |
| (2) Shirley Dobson | 5.00 | | | Ì | | | | _ | | |
| <u>Secretary</u> | | X | | X | | | | 0. | 0. | 0. |
| (3) Kirk Elliott | 5.00 | 1 | | | Ì | l | | _ | _ | _ |
| Treasurer | | X | _ | X | | _ | | 0. | 0. | 0. |
| (4) Herb Fisher | 5.00 | | | | | | | _ | _] | _ |
| Member | | X | | | | | | 0. | 0. | 0. |
| (5) Kirk Hays | 5.00 | - | | | | | | _ | _ | _ |
| Member | | X | <u> </u> | | | <u> </u> | <u> </u> | 0. | 0. | 0. |
| (6) Rebecca Hagelin | 5.00 | | | | | | | | _ | _ |
| Member | | X | | | | | _ | 0. | 0. | 0. |
| (7) Bob McEwen | 5.00 | | | | | | | | _ | _ |
| Member | | X | | | _ | | | 0. | 0. | 0. |
| (8) Roy Strongfellow | 5.00 | ł | l | | l | | Ì | | | |
| Member | | X | _ | | <u> </u> | _ | | 0. | 0. | 0. |
| (9) Michele Bachmann | 5.00 | \mathbf{x} | | | | | | 0. | 0. | 0. |
| Member (10) | 40.00 | ┢ | | | ┢ | - | | | | <u> </u> |
| (10) Brian McNulty | 40.00 | ┨ | | Х | | | | 127,705. | 0. | 138. |
| VP Broadcast & Media | 40.00 | \vdash | | Λ. | | | | 127,703. | | 150. |
| (11) Joseph Waresak COO | 40.00 | 1 | | X | | | | 80,561. | 0. | 85. |
| (12) Jenanne Jenkins | 40.00 | \Box | | | | | | | - | |
| VP Stewardship | | 1 | | X | | 1 | | 97,176. | 0. | 0. |
| (13) Michael Tomlinson | 40.00 | П | | | | | | | | |
| Former COO | | 1 | | | | | Х | 177,551. | 0. | 3,177. |
| (14) Dennis Call | 40.00 | | | | | | | | | |
| Former COO | |] | ļ | | } | | X | 118,949. | 0. | 45. |
| | | Γ | | | | | | | | |
| | | | _ | | <u> </u> | | | | | |
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| Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued) | | | | | | | | | | | | | | | | |
|---|---|---------------------------------|--|--------------------------------|-----------------------|------------------|--------------|---------------------------------|--------|-------------------------|--------------------|----------|---------|-----------|----------|--|
| | ` | (A) | (B) | | | | C) | | | (D) (E) | | | (F) | | | |
| | . Nam | e and title | Average | /40 | | Pos | | than (| | Reportable | le Reportable | | | Estimated | | |
| | • | | hours per | box | , unle | ss pe | rson | ıs bot | h an | compensation | compensation | n | am | ount | of | |
| | | | week | | cer an | id a d | lirecto | r/trus | tee) | from | from related | | | other | | |
| | | | (list any | Individual trustee or director | | | | | | the | organizations | , | com | pensa | ition | |
| | | | hours for | i di | | ĺ | | ted | | organization | (W-2/1099-MIS | C) | fre | om th | е | |
| | | | related | stee | ruste | |] | Suac | | (W·2/1099-MISC) | | | • | anızat | | |
| | | | organizations | al tru | malt | | loyee | E S | | | | | | d relat | | |
| | | | below | Mugn | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | | | | orga | ınızatı | ons | |
| | | | (ine) | 르 | ξ | # | Ke | E | £ | | | | | | _ | |
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| | | | | | | | | | | | | | | | | |
| | 0.1.1.1.1 | | <u> </u> | | | | L | | | 601,942. | | 0. | 1 / | 0,9 | 76 | |
| | Sub-total | linalina aharta ta Dant V | U Cash A | | | | | | | 001,942. | <u></u> | 0. | | 0,9 | 0. | |
| | | tinuation sheets to Part V | II, Section A | | | | | | | 601,942. | | 0. | 1 / | 0,9 | | |
| | Total (add lines | | | | 1 | | | ا د د د | | | 000 -4 | | | 0,3 | 70. | |
| 2 | | individuals (including but r | iot iimitea to th | ose | liste | eo at | OOVE | e) wr | юте | eceived more than \$100 | ,000 of reportable | 3 | | | 2 | |
| | compensation in | rom the organization | | | | | | | | | | | | Yes | No | |
| | D. 1.05 . | | | | | | | | | | | Г | | 162 | NO | |
| 3 | | ation list any former officer, | | istee | e, ke | y en | npio | yee, | or r | nignest compensated e | mployee on | | | | | |
| | | complete Schedule J for s | | | | | | | | | | F | 3 | X | | |
| 4 | | al listed on line 1a, is the si | | | | | | | | | the organization | | Į | | | |
| | and related orga | anizations greater than \$15 | 0,000? If "Yes, | " co | mple | ete S | Sche | dule | J f | or such individual | | L | 4 | X | | |
| 5 | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | | | | | | | | | - | | _ | | | | |
| | rendered to the | organization? If "Yes," com | plete Schedule | <u>J f</u> | or su | ıch | pers | on_ | | | | | 5 | | <u> </u> | |
| Sec | tion B. Independ | lent Contractors | | | | | | | | | | | | | | |
| 1 | | able for your five highest co | • | | | | | | | | | pensat | tion fi | rom | | |
| | the organization | Report compensation for | the calendar y | ear e | endi | ng w | vith (| or w | thin | the organization's tax | /ear | | _ | | | |
| | (A) (B) | | | | | | | | | (C | ;) | | | | | |

| (A) Name and business address | (B) Description of services | (C) Compensation |
|---|-----------------------------------|---------------------|
| One Touch Point | Printing and mailing | |
| 5280 Joliet Street, Denver, CO 80239 | servcies | <u>544,994.</u> |
| Elkton Partners, LLC, 540 Elkton Drive, | | |
| Suite 202, Colorado Springs, CO 80907 | Rent | 321,328. |
| Lewis Roca Rothgerber, 90 South Cascade | - | |
| Avenue, Ste 1100, Colorado Springs, CO | Attorney Fees | 282,844. |
| Dunham & Co, 6111 W Plano Pkwy, Ste 2700, | Radio station | |
| Plano, TX 75093 | management | 262,652. |
| Travelaire Service, Inc. | | |
| 31000 Bryan Circle , Pueblo, CO 81001 | Travel Services | 183,113. |
| 2 Total number of independent contractors (including but not limited to those lis | ted above) who received more than | |
| \$100,000 of compensation from the organization > 9 | | |
| | · | 5 OOO (0017) |

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Part VIII Statement of Revenue

Check if Schedule O contains a response or note to any line in this Part VIII (D) Revenue excluded from tax under Related or Unrelated Total revenue exempt function business revenue revenue Contributions, Gifts, Grants and Other Similar Amounts 1 a Federated campaigns 1a b Membership dues 1b c Fundraising events 10 d Related organizations 1d e Government grants (contributions) 1e f All other contributions, gifts, grants, and similar amounts not included above 7,634,006 105,576 g Noncash contributions included in lines 1a-1f \$_ h Total. Add lines 1a-1f 7,634,006 Business Code Program Service Revenue f All other program service revenue g Total. Add lines 2a-2f Investment income (including dividends, interest, and other similar amounts) <u>11,2</u>10 11,210. Income from investment of tax-exempt bond proceeds 5 Royalties (ı) Real (II) Personal 6 a Gross rents b Less rental expenses c Rental income or (loss) d Net rental income or (loss) (i) Securities (II) Other 7 a Gross amount from sales of assets other than inventory 1,420 b Less cost or other basis and sales expenses c Gain or (loss) 420 d Net gain or (loss) 1,420. 1,420 8 a Gross income from fundraising events (not Other Revenue contributions reported on line 1c) See Part IV, line 18 1,150,549 b Less direct expenses 386,188 c Net income or (loss) from fundraising events 764,361 764,361. 9 a Gross income from gaming activities See Part IV, line 19 b Less direct expenses c Net income or (loss) from gaming activities 10 a Gross sales of inventory, less returns and allowances b Less cost of goods sold c Net income or (loss) from sales of inventory Miscellaneous Revenue **Business Code** 11 a Reimbursements 900099 4,311 4.311 900099 752 752 b Commission Income d. All other revenue e Total, Add lines 11a 11d 5.063 775<u>571</u> Total revenue See instructions. 6.483

27-1394708 Page 10

Form 990 (2017) dba Family Talk
Part IX Statement of Functional Expenses

| Sect | Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A) | | | | | | | | | | | |
|----------|--|-----------------------|------------------------------------|-------------------------------------|---|--|--|--|--|--|--|--|
| | Check if Schedule O contains a respor | | | | | | | | | | | |
| | not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraising expenses | | | | | | | |
| 1 | Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 | | | | | | | | | | | |
| 2 | Grants and other assistance to domestic | | | | | | | | | | | |
| _ | individuals See Part IV, line 22 | | 1 | | | | | | | | | |
| 3 | Grants and other assistance to foreign | | | | | | | | | | | |
| | organizations, foreign governments, and foreign | | | | | | | | | | | |
| | individuals See Part IV, lines 15 and 16 | | | | | | | | | | | |
| 4 | Benefits paid to or for members | | | | | | | | | | | |
| 5 | Compensation of current officers, directors, | | | | | | | | | | | |
| | trustees, and key employees | <u>376,587.</u> | 207,123. | 97,913. | 71,551. | | | | | | | |
| 6 | Compensation not included above, to disqualified | | | | | | | | | | | |
| | persons (as defined under section 4958(f)(1)) and | | | | | | | | | | | |
| | persons described in section 4958(c)(3)(B) | 4 000 050 | | 170 010 | 0.10 | | | | | | | |
| 7 | Other salaries and wages | 1,823,273. | 995,796. | 478,219. | 349,258. | | | | | | | |
| 8 | Pension plan accruals and contributions (include | 21 420 | 16 010 | 0 135 | c 000 | | | | | | | |
| _ | section 401(k) and 403(b) employer contributions) | 31,430. | 16,212. | 9,135. | 6,083. | | | | | | | |
| 9 | Other employee benefits | 591,311. | 334,078. | 164,761. 30,480. | 92,472. 20,946. | | | | | | | |
| 10 | Payroll taxes | 169,335. | 117,909. | 30,400. | 40,940. | | | | | | | |
| 11 | Fees for services (non-employees) | | | | | | | | | | | |
| | Management Legal | 232,851. | 34,684. | 196,540. | 1,627. | | | | | | | |
| | Accounting | 33,045. | 34,004. | 33,045. | 1,021. | | | | | | | |
| | Lobbying | 33,043. | | 33,043. | | | | | | | | |
| | Professional fundraising services. See Part IV, line 17 | 19,500. | | | 19,500. | | | | | | | |
| f | Investment management fees | | | - | | | | | | | | |
| g | Other (If line 11g amount exceeds 10% of line 25, | | | | | | | | | | | |
| _ | column (A) amount, list line 11g expenses on Sch O) | 17,666. | 16,687. | 979. | | | | | | | | |
| 12 | Advertising and promotion | 468,128. | 357,752. | | 110,376. | | | | | | | |
| 13 | Office expenses | 85,840. | 60,528. | 24,419. | 893. | | | | | | | |
| 14 | Information technology | | | | | | | | | | | |
| 15 | Royalties | | | | | | | | | | | |
| 16 | Occupancy | 321,328. | 160,664. | 160,664. | | | | | | | | |
| 17 | Travel | 356,643. | 298,166. | 43,290. | 15,187. | | | | | | | |
| 18 | Payments of travel or entertainment expenses | | | | | | | | | | | |
| | for any federal, state, or local public officials | 16 765 | 14 260 | 1,792. | 605 | | | | | | | |
| 19 | Conferences, conventions, and meetings | 16,765. 750. | 14,368. | 750. | 605. | | | | | | | |
| 20 21 | Interest Payments to affiliates | | | / 50 • | | | | | | | | |
| 22 | Depreciation, depletion, and amortization | 123,612. | 104,839. | 15,018. | 3,755. | | | | | | | |
| 23 | Insurance | 56,789. | 44,354. | 9,029. | 3,406. | | | | | | | |
| 24 | Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) | | | 2,1-1 | | | | | | | | |
| • | amount, list line 24e expenses on Schedule 0.) Radio Air Time | 1,196,497. | 1,196,497. | | , | | | | | | | |
| b | Ministry Program | 799,196. | 711,420. | 6,762. | 81,014. | | | | | | | |
| c | Miscellaneous Expenses | 110,173. | 68,371. | | 41,802. | | | | | | | |
| | Contract Services | 104,461. | 59,000. | 31,961. | 13,500. | | | | | | | |
| | All other expenses | 309,342. | 122,692. | 164,029. | 22,621. | | | | | | | |
| 25 | Total functional expenses Add lines 1 through 24e | 7,244,522. | 4,921,140. | 1,468,786. | 854,596. | | | | | | | |
| 26 | Joint costs Complete this line only if the organization | | | | | | | | | | | |
| | reported in column (B) joint costs from a combined | | | | | | | | | | | |
| | educational campaign and fundraising solicitation. | | | | | | | | | | | |
| | Check here if following SOP 98-2 (ASC 958-720) | | | | | | | | | | | |

Form 990 (2017)
Part X Balance Sheet

| <u>Part</u> | X | Balance Sheet | | | | | |
|---------------------------------------|------------|---|---------------------------------------|---------------------------------------|---------------------------------------|---------|----------------------------|
| | | Check of Schedule O contains a response or note | to any line in th | nis Part X | | | |
| | | | | | (A) Beginning of year | | (B) End of year |
| | 1 | Cash - non-interest-bearing | | | 389,512. | 1 | 883,230 |
| | 2 | Savings and temporary cash investments | | L | 1,056,998. | 2 | 2,059,931 |
| | 3 | Pledges and grants receivable, net | | Ĺ | | 3 | |
| | 4 | Accounts receivable, net | | | 5,297. | 4 | 6,132 |
| - | 5 | Loans and other receivables from current and for | mer officers, di | rectors, | | | |
| | | trustees, key employees, and highest compensat | ted employees | Complete | | | |
| | | Part II of Schedule L | | L | | 5 | |
| | 6 | Loans and other receivables from other disqualified | ed persons (as | defined under | | | |
| - | | section 4958(f)(1)), persons described in section | | | | | |
| | | employers and sponsoring organizations of section | on 501(c)(9) vol | untary | | li | |
| ខ្ល | | employees' beneficiary organizations (see instr) | Complete Part I | l of Sch L | | 6 | |
| Assets | 7 | Notes and loans receivable, net | | Ĺ | · | 7 | |
| ⋖ | 8 | Inventories for sale or use | | | 152,918. | 8_ | 101,961 |
| ĺ | 9 | Prepaid expenses and deferred charges | Prepaid expenses and deferred charges | | | | |
| | 10a | Land, buildings, and equipment cost or other | | | | | |
| i | | basis Complete Part VI of Schedule D | 10a | 653,992. | | | |
| | b | Less accumulated depreciation | 10b | 569,186. | 92,207. | 10c | 84,806 |
| - ∤ - | 11 | Investments - publicly traded securities | | | 11 | | |
| | 12 | Investments - other securities See Part IV, line 11 | | | 12 | | |
| . | 13 | Investments - program related See Part IV, line 1 | | | 13 | | |
| | 14 | Intangible assets | _ | 758,696. | 14 | 700,047 | |
| - } · | 15 | Other assets See Part IV, line 11 | | | 74,970. | 15 | 61,470 |
| <u> </u> | 16 | Total assets. Add lines 1 through 15 (must equal | <u>l line 34)</u> | | 2,530,598. | 16 | 3,897,577 |
| ' | 17 | Accounts payable and accrued expenses | | 1 | 434,522. | 17 | 629,963 |
| . | 18 | Grants payable | | 18 | | | |
| | 19 | Deferred revenue | _ | | 19 | | |
| - 1 | 20 | Tax-exempt bond liabilities | | · · · · · · · · · · · · · · · · · · · | 20 | | |
| | 21 | Escrow or custodial account liability Complete Pa | | | | 21_ | |
| S 2 | 22 | Loans and other payables to current and former of | • | | | | |
| | | key employees, highest compensated employees | s, and disqualifi | ed persons | | | |
| Liabilities | | Complete Part II of Schedule L | | _ | | 22 | |
| 2 | 23 | Secured mortgages and notes payable to unrelat | • | - | · · · · · · · · · · · · · · · · · · · | 23 | |
| | 24 | Unsecured notes and loans payable to unrelated | · · | F | | 24 | |
| 3 | 25 | Other liabilities (including federal income tax, pay | | | | | |
| | | parties, and other liabilities not included on lines | 17-24) Complet | te Part X of | | | |
| | | Schedule D | | - | 424 E22 | 25 | 620 062 |
| -+3 | <u> 26</u> | Total liabilities. Add lines 17 through 25 | | (V) | 434,522. | 26 | 629,963 |
| | | Organizations that follow SFAS 117 (ASC 958), | | · X and | | | |
| 8 | | complete lines 27 through 29, and lines 33 and | 134. | | 1,544,202. | | 2 220 204 |
| | 27 | Unrestricted net assets | | - | 551,874. | | 2,228,284 1,039,330 |
| | 28 | Temporarily restricted net assets | | } | 331,074. | 28 | 1,035,330 |
| ב <u>ו</u> ז | 29 | Permanently restricted net assets | C 050) -5 | hara 🛌 📙 | | 29 | |
| | | Organizations that do not follow SFAS 117 (AS | nere 🖊 🗀 📗 | | | | |
| 08 | ^^ | and complete lines 30 through 34. | | | 20 | | |
| ise! | 30 | Capital stock or trust principal, or current funds | unmant from | } | | 30 | |
| \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ | 31 | Paid-in or capital surplus, or land, building, or equ | | lade | | 31 | |
| 5 I | 32 | Retained earnings, endowment, accumulated inc | ome, or other fo | unus | 2 006 076 | 32 | 3,267,614. |
| ' | 33 | Total net assets or fund balances | | - | 2,096,076. 2,530,598. | 33 | 3,897,577 |
| | 34 | Total liabilities and net assets/fund balances | | | 4,330,330. | 34 | 5,091,011 |

| orm | 1990(2017) | 2/-1: | 394/UB | Pa | ge 12 |
|-----|--|------------|--------|------------|-------------|
| | rt XI Reconciliation of Net Assets | | | | |
| | Check if Schedule O contains a response or note to any line in this Part XI | · | | | |
| | • | | | | |
| 1 | Total revenue (must equal Part VIII, column (A), line 12) | 1 | 8,41 | | |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | 7,24 | | |
| 3 | Revenue less expenses Subtract line 2 from line 1 | 3 | 1,17 | <u>1,5</u> | <u> 38.</u> |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | 2,09 | 6,0 | 76. |
| 5 | Net unrealized gains (losses) on investments | 5 | | | |
| 6 | Donated services and use of facilities | 6 | | | |
| 7 | Investment expenses | 7 | | | |
| 8 | Prior period adjustments | 8 | | | |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | | | 0. |
| 10 | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, | | | | |
| | column (B)) | 10 | 3,26 | 7,6 | 14. |
| Pa | rt XII Financial Statements and Reporting | | | | |
| | Check if Schedule O contains a response or note to any line in this Part XII | | | | <u>LX</u> |
| | | | | Yes | No |
| 1 | Accounting method used to prepare the Form 990 Cash Accrual Other | | _ | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule | 0 | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | 2a | | X |
| | If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed | d on a | | | |
| | separate basis, consolidated basis, or both | | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | • | | | |
| b | Were the organization's financial statements audited by an independent accountant? | | 2b | X | <u> </u> |
| | If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate | e basis, | | | |
| | consolidated basis, or both | | | | |
| | X Separate basis Consolidated basis Both consolidated and separate basis | | | | |
| С | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the | e audıt, | | | |
| | review, or compilation of its financial statements and selection of an independent accountant? | | 2c | X | |
| | If the organization changed either its oversight process or selection process during the tax year, explain in Sch | edule O | | | |
| За | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Si | ngle Audıt | | | |
| | Act and OMB Circular A-133? | | 3a | | X |
| h | If "Ves." did the organization undergo the required audit or audits? If the organization did not undergo the requ | ured audit | j ! | | I |

or audits, explain why in Schedule O and describe any steps taken to undergo such audits

SCHEDULE A

(Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

Public Charity Status and Public Support

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

➤ Attach to Form 990 or Form 990-EZ.

► Go to www.irs.gov/Form990 for instructions and the latest information.

James Dobson Family Institute

2017

Open to Public

Name of the organization Employer identification number dba Family Talk 27-1394708 Part I Reason for Public Charity Status (All organizations must complete this part) See instructions The organization is not a private foundation because it is (For lines 1 through 12, check only one box) 1 A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i). 2 A school described in section 170(b)(1)(A)(ii). (Attach Schedule E (Form 990 or 990-EZ)) A hospital or a cooperative hospital service organization described in section 170(b)(1)(A)(iii). 3 A medical research organization operated in conjunction with a hospital described in section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state An organization operated for the benefit of a college or university owned or operated by a governmental unit described in 5 section 170(b)(1)(A)(ıv). (Complete Part II) A federal, state, or local government or governmental unit described in section 170(b)(1)(A)(v). $\overline{\mathbf{x}}$ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in section 170(b)(1)(A)(vi). (Complete Part II) A community trust described in section 170(b)(1)(A)(vi). (Complete Part II) An agricultural research organization described in section 170(b)(1)(A)(ix) operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university 10 An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions - subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See section 509(a)(2). (Complete Part III) An organization organized and operated exclusively to test for public safety. See section 509(a)(4), An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See section 509(a)(3), Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g Type I. A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization You must complete Part IV, Sections A and B. control or management of the supporting organization vested in the same persons that control or manage the supported organization(s) You must complete Part IV, Sections A and C. Type III functionally integrated. A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions) You must complete Part IV, Sections A, D, and E. Type III non-functionally integrated. A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions) You must complete Part IV, Sections A and D, and Part V. Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization f Enter the number of supported organizations Provide the following information about the supported organization(s) (iv) is the organization listed in your governing document? (1) Name of supported (III) Type of organization (v) Amount of monetary (vi) Amount of other (ii) EIN (described on lines 1-10 organization support (see instructions) support (see instructions) above (see instructions))

Schedule A (Form 990 or 990-EZ) 2017 dba Family Talk

27-1394708 Page 2

| Pē | (Complete only if you checke fails to qualify under the tests | d the box on line 5 | , 7, or 8 of Part I o | r if the organizatio | | , | |
|-----|---|------------------------|-----------------------|---------------------------|----------------------|--------------------|-----------------|
| Se | ction A. Public Support | | | | | | |
| _ | ndar year (or fiscal year beginning in) | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| | Gifts, grants, contributions, and | | | | | | |
| | membership fees received (Do not | | | | | } | ł |
| | include any "unusual grants ") | 6491158. | 9783627. | 8923533. | 7057256. | 8784555. | 41040129. |
| 2 | Tax revenues levied for the organ- | | · | | | | |
| | ızatıon's benefit and either paid to | | | , | | ļ | |
| | or expended on its behalf | | | <u></u> | - | | |
| 3 | The value of services or facilities | | | | | | |
| | furnished by a governmental unit to | | | | | | , |
| | the organization without charge | | | | | | |
| 4 | Total. Add lines 1 through 3 | 6491158. | 9783 <u>627</u> . | 8923533. | 7057256. | <u>8784555</u> . | 41040129. |
| 5 | The portion of total contributions | | | , | | | |
| | by each person (other than a | } | | | | | |
| | governmental unit or publicly | | | | | | |
| | supported organization) included | | | | | | |
| | on line 1 that exceeds 2% of the | | | | | | |
| | amount shown on line 11, | | | | | | 4505046 |
| _ | column (f) | | | | | | 4797016. |
| | Public support. Subtract line 5 from line 4 ction B. Total Support | <u> </u> | | | | L | 36243113. |
| | | | " > 004.4 | | 1 11 2012 | 1 1 2017 | 1 |
| | ndar year (or fiscal year beginning in) | (a) 2013 6491158. | (b) 2014 9783627. | (c) 2015 8923533. | (d) 2016 7057256. | (e) 2017 | (f) Total |
| | Amounts from line 4 | 0491130. | 9/0302/- | 0943333. | 105/256. | 0/04333. | 41040129. |
| 8 | Gross income from interest, | | | | | | |
| | dividends, payments received on | | | | | | |
| | securities loans, rents, royalties, and income from similar sources | 2,454. | 4,280. | 2,977. | 4,079. | 11,210. | 25,000. |
| 9 | | 2,454. | 4,200. | | 4,079. | 11,210. | 23,000. |
| 9 | activities, whether or not the | | | | | | İ |
| | business is regularly carried on | | | | | | |
| 10 | Other income Do not include gain | | | . | | | |
| | or loss from the sale of capital | | | | | | |
| | assets (Explain in Part VI) | 32,975. | 2,237. | 3,184. | 27,277. | 6,483. | 72,156. |
| 11 | Total support. Add lines 7 through 10 | | | | | 0 / 200 | 41137285. |
| | Gross receipts from related activities | etc (see instruction | ons) | | | 12 | 12020,2000 |
| | First five years. If the Form 990 is for | | | d, fourth, or fifth ta | ax vear as a sectio | | |
| | organization, check this box and stop | ŭ | | · | | | ightharpoonup |
| Se | ction C. Computation of Publ | ic Support Pe | rcentage | | | | |
| 14 | Public support percentage for 2017 (| line 6, column (f) d | ivided by line 11, c | olumn (f)) | | 14 | 88.10 % |
| 15 | Public support percentage from 2016 | Schedule A, Part | II, line 14 | | | 15 | 87.7 <u>4</u> % |
| 16a | 33 1/3% support test - 2017. If the | organization did no | ot check the box or | n line 13, and line | 14 is 33 1/3% or n | nore, check this b | ox and |
| | stop here. The organization qualifies | as a publicly supp | orted organization | | | | ▶ [X] |
| b | 33 1/3% support test - 2016. If the | organization did no | t check a box on l | ine 13 or 16a, and | line 15 is 33 1/3% | or more, check t | his box |
| | and stop here. The organization qual | lifies as a publicly s | supported organiza | ation | | | ▶□ |
| 17a | 10% -facts-and-circumstances tes | | | | | | |
| | and if the organization meets the "fac | ts-and-circumstan | ces" test, check th | nis box and stop h | ere. Explain in Pai | rt VI how the orga | nization |
| | meets the "facts-and-circumstances" | - | | | - | | ▶∟ |
| t | 10% -facts-and-circumstances tes | | | | | | |
| | more and if the organization meets the | no "facto and circu | metanege" test of | nack this hav and | cton hara Evaluir | un Part VI how th | ۵ |

organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization.

18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions.

Schedule A (Form 990 or 990-EZ) 2017

Schedule A (Form 990 or 990-EZ) 2017 dba Family Talk

| Part III | Support | t Schedule fo | r Organi | zations | Described i | n Section 509(a |)(2 |
|----------|---------|---------------|----------|---------|-------------|-----------------|-----|

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II If the organization fails to

| qualify under the tests listed be | low, please comp | olete Part II) | | | | |
|--|--------------------|----------------------|------------------------|---------------------|--|--------------|
| Section A. Public Support | | | | | | |
| Calendar year (or fiscal year beginning in) 🕨 📙 | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 1 Gifts, grants, contributions, and | | | | | Ì | |
| membership fees received (Do not | | | | | / | |
| include any "unusual grants ") | | <u> </u> | | | | |
| 2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax exempt purpose | | | | | | |
| 3 Gross receipts from activities that | | | | | | |
| are not an unrelated trade or bus- | | | | / | | |
| iness under section 513 | | | | | | |
| 4 Tax revenues levied for the organ- | | | | | | |
| ization's benefit and either paid to | | | | | | |
| or expended on its behalf | | | | | | |
| 5 The value of services or facilities | | | | | | |
| furnished by a governmental unit to | | | 1 | ď | | 1 |
| the organization without charge | | | | | <u> </u> | |
| 6 Total. Add lines 1 through 5 | | | | | | |
| 7a Amounts included on lines 1, 2, and | | | | 1 | | 1 |
| 3 received from disqualified persons | | | | | | |
| b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year | | | | | | |
| c Add lines 7a and 7b | | | · | | | |
| 8 Public support. (Subtract line 7c from line 6) | | / | | <u> </u> | | |
| Section B. Total Support | | | | | | |
| Calendar year (or fiscal year beginning in) 🕨 | (a) 2013 | (b) 20,14 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 9 Amounts from line 6 | | | | | | |
| 10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources | | | | | | |
| b Unrelated business taxable income | | 7 | | | | |
| (less section 511 taxes) from businesses acquired after June 30, 1975 | | | | | | |
| c Add lines 10a and 10b | | | | | <u></u> | |
| 11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on | | | | | | |
| 12 Other income Do not include gain or loss from the sale of capital assets (Explain in Part VI) | | | | | | |
| 13 Total support (Add lines 9, 10c, 11, and 12) | <u></u> | | | | | |
| 14 First five years. If the Form 990 is for t | he organization's | s first, second, thi | rd, fourth, or fifth t | ax year as a secti | on 501(c)(3) organi | zation, |
| check this box and stop here | | | | | | ▶ □ |
| Section C. Computation of Public | : Support Pe | rcentage | | | | |
| 15 Public support percentage for 2017 (lin | ie 8, column (f) d | ivided by line 13, | column (f)) | | 15 | % |
| 16 Public support percentage from 2016 S | Schedule A, Part | III, line 15 | | · | 16 | % |
| Section D. Computation of Invest | ment Incom | e Percentage | · | | , , | |
| 17 Investment income percentage for 201 | 7 (line 10c, colun | nn (f) divided by li | ne 13, column (f)) | | 17 | % |
| 18 Investment income percentage from 20 |)16 Schedule A, | Part III, line 17 | | | 18 ' | % |
| 19a 33 1/3% support tests - 2017. If the c | | | on line 14, and line | e 15 is more than | 33 1/3%, and line | 17 is not |
| more than 33 1/3%, check this box and | | | | | | ightharpoons |
| b 33 1/3% support tests - 2016. If the c | rganization did n | ot check a box or | n line 14 or line 19a | a, and line 16 is m | ore than 33 1/3%, | and |
| line 18 is not more than 33 1/3%, chec | | | | | | ▶∟ |
| 20 Private foundation. If the organization | did not check a | box on line 14, 19 | a, or 19b, check t | nis box and see in | structions | <u> </u> |

27-1394708 Page 3

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A. and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

- Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.
- 2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2)
- 3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below
- b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in Part VI when and how the organization made the determination
- c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use
- 4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below
- **b** Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations
- c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes
- 5a Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable) Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed, (ii) the reasons for each such action, (iii) the authority under the organization's organizing document authorizing such action, and (iv) how the action was accomplished (such as by amendment to the organizing document)
- b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?
- c Substitutions only. Was the substitution the result of an event beyond the organization's control?
- Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in Part VI.
- 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ)
- 8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7?

 If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ)
- 9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in Part VI.
- **b** Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in Part VI.
- c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in Part VI.
- 10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below
 - b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings)

| | Yes | No |
|-----------|--|----|
| | | |
| 1_1_ | | _ |
| | | |
| 2_ | | |
| Ì | | |
| 3a | | |
| | | |
| 3b | ļ | _ |
| 3c | | |
| 00 | | |
| 4a | | |
| | | |
| 4b | | |
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| 4c | | |
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| <u>5a</u> | | |
| 5b | | |
| 5c | | |
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| 6 | - | |
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| 7 | | - |
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| 0- | | |
| 9a | | |
| 9b | <u> </u> | |
| 9c | | |
| 90 | | |
| | | |
| 10a | | |
| 10b | | |

Dr. James Dobson Family Institute Schedule A (Form 990 or 990 EZ) 2017 dba Family Talk

| <u>Sc</u> hed | dule A (Form 990 or 990-EZ) 2017 dba Family Talk | 27-139470 | 8 Pa | age 5 |
|---------------|--|------------------------|----------|----------|
| Par | | | | |
| | • | | Yes | No |
| 11 | Has the organization accepted a gift or contribution from any of the following persons? | | | _ |
| а | A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) | | | |
| | below, the governing body of a supported organization? | 11a | | |
| b | A family member of a person described in (a) above? | 11b | | |
| _ с | A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI. | 11c | | |
| | tion B. Type I Supporting Organizations | | | |
| | | | Yes | No |
| 1 | Did the directors, trustees, or membership of one or more supported organizations have the power to | | | |
| | regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the | | | |
| | tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or | | | |
| | controlled the organization's activities. If the organization had more than one supported organization, | | | |
| | describe how the powers to appoint and/or remove directors or trustees were allocated among the supported | | | Ì |
| | organizations and what conditions or restrictions, if any, applied to such powers during the tax year | 1 | <u> </u> | |
| 2 | Did the organization operate for the benefit of any supported organization other than the supported | | } | |
| | organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in | | | |
| | Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, | | | |
| _ | supervised, or controlled the supporting organization | 2 | | |
| Sect | tion C. Type II Supporting Organizations | | | |
| | | | Yes | No |
| 1 | Were a majority of the organization's directors or trustees during the tax year also a majority of the directors | | | |
| | or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control | | | |
| | or management of the supporting organization was vested in the same persons that controlled or managed | |] | |
| | the supported organization(s) | 1 | <u> </u> | |
| Sect | tion D. All Type III Supporting Organizations | | | |
| | | | Yes | No |
| 1 | Did the organization provide to each of its supported organizations, by the last day of the fifth month of the | | | |
| | organization's tax year, (i) a written notice describing the type and amount of support provided during the prior ta | x | | |
| | year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the | | | |
| | organization's governing documents in effect on the date of notification, to the extent not previously provided? | 1 | ļ | |
| 2 | Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported | | | |
| | organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how | | | |
| | the organization maintained a close and continuous working relationship with the supported organization(s) | 2 | <u> </u> | |
| 3 | By reason of the relationship described in (2), did the organization's supported organizations have a | | | |
| | significant voice in the organization's investment policies and in directing the use of the organization's | | | |
| | income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's | | | |
| | supported organizations played in this regard | | <u></u> | |
| Sect | tion E. Type III Functionally Integrated Supporting Organizations | | | |
| 1 | Check the box next to the method that the organization used to satisfy the Integral Part Test during the yeatsee in | structions). | | |
| а | The organization satisfied the Activities Test Complete line 2 below | | | |
| b | The organization is the parent of each of its supported organizations. Complete line 3 below | | | |
| С | The organization supported a governmental entity Describe in Part VI how you supported a government en | tity (see instruction: | s) | |
| | Activities Test Answer (a) and (b) below. | | Yes | No |
| | Did substantially all of the organization's activities during the tax year directly further the exempt purposes of | | | |
| | the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify | | | |
| | those supported organizations and explain how these activities directly furthered their exempt purposes, | | | |
| | how the organization was responsive to those supported organizations, and how the organization determined | | | |
| | that these activities constituted substantially all of its activities | <u>2a</u> | ļ | |
| | Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more | | | |
| | of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the | | | |
| | reasons for the organization's position that its supported organization(s) would have engaged in these | } | | |
| | activities but for the organization's involvement | 2b | | |
| | Parent of Supported Organizations Answer (a) and (b) below. | | | |
| а | Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or | 1 | } | |
| | trustees of each of the supported organizations? Provide details in Part VI. | 3a | | <u> </u> |
| b | Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each | | | |
| | of its supported organizations? If "Yes " describe in Part VI the role played by the organization in this regard | 3b | 1 1 | |

Dr. James Dobson Family Institute Schedule A (Form 990 or 990 EZ) 2017 dba Family Talk

| Sche | dule A (Form 990 or 990 EZ) 2017 dba Family Talk | • | • | 27-1394708 Page 6 |
|------------|---|----------------|---------------------------|--------------------------------|
| | rt V Type III Non-Functionally Integrated 509(a)(3) Supporting | ng Organ | | |
| 1 | Check here if the organization satisfied the Integral Part Test as a qualifying | | | Part VI) See instructions. A |
| | other Type III non functionally integrated supporting organizations must c | omplete Se | ctions A through E | |
| Sect | ion A - Adjusted Net Income | | (A) Prior Year | (B) Current Year (optional) |
| 1 | Net short-term capital gain | 1 | | |
| _2 | Recoveries of prior-year distributions | 2 | | |
| _3_ | Other gross income (see instructions) | 3 | | |
| _4 | Add lines 1 through 3 | 4 | | |
| _5_ | Depreciation and depletion | 5 | | |
| 6 | Portion of operating expenses paid or incurred for production or | | | |
| | collection of gross income or for management, conservation, or | | | |
| | maintenance of property held for production of income (see instructions) | 6 | | |
| 7 | Other expenses (see instructions) | 7 | | |
| _8_ | Adjusted Net Income (subtract lines 5, 6, and 7 from line 4) | 8 | | |
| Sect | ion B - Minimum Asset Amount | | (A) Prior Year | (B) Current Year (optional) |
| 1 | Aggregate fair market value of all non exempt-use assets (see | | | |
| | instructions for short tax year or assets held for part of year) | | | |
| _ <u>a</u> | Average monthly value of securities | 1a | | |
| _ b | Average monthly cash balances | 1b | | |
| _ c | Fair market value of other non-exempt-use assets | 1c | | |
| _ <u>d</u> | Total (add lines 1a, 1b, and 1c) | 1d | | |
| е | Discount claimed for blockage or other | | | |
| | factors (explain in detail in Part VI) | | | |
| _2 | Acquisition indebtedness applicable to non-exempt-use assets | 2 | | |
| _3_ | Subtract line 2 from line 1d | 3 | | |
| 4 | Cash deemed held for exempt use Enter 1-1/2% of line 3 (for greater amount, | 1 | | |
| | see instructions) | 4 | | |
| _5_ | Net value of non-exempt-use assets (subtract line 4 from line 3) | 5 | | |
| 6 | Multiply line 5 by 035 | 6 | | |
| 7 | Recoveries of prior-year distributions | 7 | | |
| _8_ | Minimum Asset Amount (add line 7 to line 6) | 8 | | <u> </u> |
| Sect | ion C - Distributable Amount | | | Current Year |
| _ 1 | Adjusted net income for prior year (from Section A, line 8, Column A) | 1 | | |
| 2 | Enter 85% of line 1 | 2 | | |
| 3 | Minimum asset amount for prior year (from Section B, line 8, Column A) | 3 | | |
| 4 | Enter greater of line 2 or line 3 | 4 | | |
| 5 | Income tax imposed in prior year | 5 | | |
| 6 | Distributable Amount. Subtract line 5 from line 4, unless subject to | | | |
| | emergency temporary reduction (see instructions) | 6 | | |
| 7 | Check here if the current year is the organization's first as a non-functional | ılly ıntegrate | d Type III supporting org | janization (see |

Schedule A (Form 990 or 990-EZ) 2017

instructions)

Schedule A (Form 990 or 990 EZ) 2017 dba Family Talk 27-1394708 Page 7 Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued) Section D - Distributions **Current Year** Amounts paid to supported organizations to accomplish exempt purposes Amounts paid to perform activity that directly furthers exempt purposes of supported Organizations, in excess of income from activity Administrative expenses paid to accomplish exempt purposes of supported organizations 3 Amounts paid to acquire exempt-use assets 5 Qualified set-aside amounts (prior IRS approval required) Other distributions (describe in Part VI) See instructions 6 Total annual distributions. Add lines 1 through 6 7 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI) See instructions Distributable amount for 2017 from Section C, line 6 Line 8 amount divided by line 9 amount (i) (ii) (m) Underdistributions Distributable **Excess Distributions** Section E - Distribution Allocations (see instructions) Pre-2017 Amount for 2017 Distributable amount for 2017 from Section C, line 6 Underdistributions, if any, for years prior to 2017 (reasonable cause required explain in Part VI) See instructions 3 Excess distributions carryover, if any, to 2017 **b** From 2013 c From 2014 d From 2015 e From 2016 f Total of lines 3a through e g Applied to underdistributions of prior years h Applied to 2017 distributable amount Carryover from 2012 not applied (see instructions) J Remainder Subtract lines 3g, 3h, and 3i from 3f 4 Distributions for 2017 from Section D. a Applied to underdistributions of prior years **b** Applied to 2017 distributable amount c Remainder Subtract lines 4a and 4b from 4 Remaining underdistributions for years prior to 2017, if any Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions Remaining underdistributions for 2017 Subtract lines 3h and 4b from line 1 For result greater than zero, explain in Part VI See instructions Excess distributions carryover to 2018. Add lines 3j and 4c Breakdown of line 7 a Excess from 2013 b Excess from 2014

Schedule A (Form 990 or 990-EZ) 2017

c Excess from 2015 d Excess from 2016 e Excess from 2017

| Schedule A | (Form 990 or 990 EZ) 20 | 017 dba . | Family | _Talk | | | 27-1 | .394/08 Page 8 |
|---------------|--|---|---|---|--------------------------------------|--|---|--|
| Part VI | Supplemental Inf Part IV, Section A, lines line 1, Part IV, Section Section D, lines 5, 6, ar | ormation. s 1, 2, 3b, 3c, D, lines 2 and | Provide the , 4b, 4c, 5a, 6 d 3, Part IV, 5 | explanations i 5, 9a, 9b, 9c, Section E, line | 11a, 11b, and 1 s 1c, 2a, 2b, 3a, | 1c, Part IV, Section , and 3b, Part V, line | ne 17a or 17b, Par B, lines 1 and 2, P e 1, Part V, Section | t III, line 12, art IV, Section C, B, line 1e, Part V, |
| | (See instructions) | | | <u> </u> | | <u></u> | _ | |
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SCHEDULE D

(Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes" on Form 990,
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

► Attach to Form 990.

► Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No 1545-0047 Open to Public Inspection

Name of the organization

Dr. James Dobson Family Institute dba Family Talk

Employer identification number 27-1394708

| Par | organizations Maintaining Donor Advised organization answered "Yes" on Form 990, Part IV, line | | as or Accounts. Complete if the |
|-----|---|---|--|
| | organization answered 163 on 10111 330,7 art 14, in 1 | (a) Donor advised funds | (b) Funds and other accounts |
| 1 | Total number at end of year | | _ |
| 2 | Aggregate value of contributions to (during year) | · · · · · · · · · · · · · · · · · · · | |
| 3 | Aggregate value of grants from (during year) | | |
| 4 | Aggregate value at end of year | | - |
| 5 | Did the organization inform all donors and donor advisors in w | riting that the assets held in donor adv | vised funds |
| _ | are the organization's property, subject to the organization's e | | Yes No |
| 6 | Did the organization inform all grantees, donors, and donor ac | | pe used only |
| | for charitable purposes and not for the benefit of the donor or | | |
| | impermissible private benefit? | | Yes No |
| Pai | | anization answered "Yes" on Form 990 |), Part IV, line 7 |
| 1 | Purpose(s) of conservation easements held by the organization | on (check all that apply) | |
| | Preservation of land for public use (e.g., recreation or ed | ducation) Preservation of a hi | storically important land area |
| | Protection of natural habitat | Preservation of a ce | ertified historic structure |
| | Preservation of open space | | |
| 2 | Complete lines 2a through 2d if the organization held a qualification | ed conservation contribution in the fori | m of a conservation easement on the last |
| | day of the tax year | | Held at the End of the Tax Year |
| а | Total number of conservation easements | | 2a |
| b | Total acreage restricted by conservation easements | | 2b |
| С | Number of conservation easements on a certified historic stru | icture included in (a) | 2c |
| d | Number of conservation easements included in (c) acquired a | fter 7/25/06, and not on a historic struc | cture |
| | listed in the National Register | | 2d |
| 3 | Number of conservation easements modified, transferred, rele | eased, extinguished, or terminated by t | he organization during the tax |
| | year ▶ | | |
| 4 | Number of states where property subject to conservation eas | ement is located | _ |
| 5 | Does the organization have a written policy regarding the peri | odic monitoring, inspection, handling o | of |
| | violations, and enforcement of the conservation easements it | | └── Yes |
| 6 | Staff and volunteer hours devoted to monitoring, inspecting, h | nandling of violations, and enforcing co | onservation easements during the year |
| | | | |
| 7 | Amount of expenses incurred in monitoring, inspecting, hand | ling of violations, and enforcing conser | vation easements during the year |
| | \$ | | 704 (4)(7)() |
| 8 | Does each conservation easement reported on line 2(d) above | e satisfy the requirements of section 1. | |
| | and section 170(h)(4)(B)(ii)? | | └ Yes └ No |
| 9 | In Part XIII, describe how the organization reports conservation | | |
| | include, if applicable, the text of the footnote to the organization | ion's financial statements that describe | es the organization's accounting for |
| Da | conservation easements rt III Organizations Maintaining Collections of | Art Historical Transures or | Other Similar Assets |
| Pai | Complete if the organization answered "Yes" on Form | | Other Girman Assets. |
| | If the organization elected, as permitted under SFAS 116 (AS | | coment and halance sheet works of art |
| та | historical treasures, or other similar assets held for public exh | | |
| | | | rance of public service, provide, in Fair Am, |
| | the text of the footnote to its financial statements that describe if the organization elected, as permitted under SFAS 116 (AS | | ent and halance sheet works of art. historical |
| D | treasures, or other similar assets held for public exhibition, ed | | |
| | | deation, or research in furtherance of p | Jubile Service, provide the following amounts |
| | relating to these items | | ▶ ¢ |
| | (i) Revenue included on Form 990, Part VIII, line 1 | | ► \$ ► \$ |
| _ | (ii) Assets included in Form 990, Part X | animae or other amiles access for financial | |
| 2 | If the organization received or held works of art, historical trea | | ciai gaiii, provide |
| | the following amounts required to be reported under SFAS 11 | to (ASC 336) relating to these items | > \$ |
| | Revenue included on Form 990, Part VIII, line 1 | | \$ |
| b | Assets included in Form 990, Part X | | |

| _ | | ily Talk | | | | | | <u> 27-13</u> | 94708 | Page 2 |
|-----|---|-----------------------|------------|---------------|----------------|--------------|--------------|-----------------|---------------------|--------------|
| Par | t III Organizations Maintaining C | ollections of A | rt, His | torical Tr | easures, c | or Other | r Simila | ar Ass <u>e</u> | ts (continue | ed) |
| 3 | Using the organization's acquisition, accessi | on, and other record | ds, chec | k any of the | following tha | t are a sig | ınıfıcant ı | use of its | collection i | tems |
| | (check all that apply) | | | | | | | | | |
| а | Public exhibition | c | , 🗀 | Loan or exc | hange progra | ams | | | | |
| b | Scholarly research | e | \Box | Other | | | | | _ | |
| С | Preservation for future generations | | | | | | | | | |
| 4 | Provide a description of the organization's co | ollections and explai | in how th | ney further t | he organizati | on's exem | npt purpo | se in Par | XIII | |
| 5 | During the year, did the organization solicit o | r receive donations | of art, h | storical trea | sures, or othe | er sımılar i | assets | | | |
| | to be sold to raise funds rather than to be ma | aintained as part of | the orga | nization's co | ollection? | | | | Yes | No_ |
| Par | t IV Escrow and Custodial Arran | gements. Compl | ete if the | organizatio | n answered ' | 'Yes" on I | orm 990 |), Part IV, | line 9, or | |
| | reported an amount on Form 990, Par | t X, line 21 | | | | | | | | |
| 1a | Is the organization an agent, trustee, custodi | an or other intermed | diary for | contribution | ns or other as | sets not i | ncluded | | _ | |
| | on Form 990, Part X? | | | | | | | | Yes | ☐ No |
| b | If "Yes," explain the arrangement in Part XIII | and complete the fo | llowing | table | | | | | | |
| | | | | | | | | | Amount | |
| С | Beginning balance | | | | | | 1c | | | |
| d | Additions during the year | | | | | | 1d | | | |
| е | Distributions during the year | | | | | | 1e_ | | | |
| f | Ending balance | | | | | | 1f | | | |
| 2a | Did the organization include an amount on Fe | orm 990, Part X, line | 21, for | escrow or c | ustodial acco | unt liabilit | y? | | Yes | ☐ No |
| b | If "Yes," explain the arrangement in Part XIII | Check here if the e | xplanatio | on has been | provided on | Part XIII | | · - | | |
| Par | t V Endowment Funds. Complete r | f the organization ar | nswered | "Yes" on Fo | orm 990, Part | IV, line 10 | <u> </u> | · | | |
| | | (a) Current year | (b) F | rior year | (c) Two year | s back (| d) Three y | ears back | (e) Four ye | ears back |
| 1a | Beginning of year balance | | | | | | | | | |
| b | Contributions | | | | | | | | | |
| c | Net investment earnings, gains, and losses | | | | | | | _ | | |
| d | Grants or scholarships | | | | | | | | | |
| е | Other expenditures for facilities | | | | | | | | | |
| | and programs | | | | | | | | | |
| f | Administrative expenses | | | | | | | | | |
| 9 | End of year balance | | | <u> </u> | <u>L</u> | | | | | |
| 2 | Provide the estimated percentage of the curr | ent year end balanc | e (line 1 | g, column (a | a)) held as | | | | | |
| а | Board designated or quasi-endowment | | _% | | | | | | | |
| b | Permanent endowment | % | | | | | | | | |
| C | Temporarily restricted endowment ▶ | % | | | | | | | | |
| | The percentages on lines 2a, 2b, and 2c sho | uld equal 100% | | | | | | | | |
| За | Are there endowment funds not in the posse | ssion of the organiz | ation the | at are held a | ınd admınıste | red for th | e organiz | ation | _ | |
| | by | | | | | | | | Υ. | es No |
| | (i) unrelated organizations | | | | | | | | 3a(ı) | |
| | (ii) related organizations | | | | | | | | 3a(iı) | |
| b | If "Yes" on line 3a(ii), are the related organiza | tions listed as requi | red on S | Schedule R? | | | | | 3b | |
| 4 | Describe in Part XIII the intended uses of the | | owment | funds | | | | | | |
| Par | t VI Land, Buildings, and Equipm | ent. | | | | | | | | |
| | Complete if the organization answered | d "Yes" on Form 990 | 0, Part I\ | /, line 11a_S | See Form 990 | , Part X, I | ine 10 | | | |
| | Description of property | (a) Cost or c | ther | , , , | or other | (c) Ac | cumulate | d | (d) Book v | alue : |
| | | basis (investi | ment) | basis | (other) | dep | reciation | | | |
| 1a | Land | | | | | | | | | |
| þ | Buildings | | | | | | | _ | | 0. |
| ¢ | Leasehold improvements | | | | 8,221. | | <u>75,69</u> | | | <u>,526.</u> |
| q | Equipment | | | 27 | 5,771. | 1 | 93,49 | 91. | 82 | <u>,280.</u> |
| _ | Other | | | | | | | | | 0. |

Schedule D (Form 990) 2017

84,806.

Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10c)

| (a) Description of security or category (including name of security) | (b) Book value | | art X, line 12 | d-of-year market value |
|---|--------------------------------------|---------------------------|----------------|------------------------|
| (1) Financial derivatives | (S) DOON VAIUE | (o) moniou or va | | a or your market value |
| (2) Closely held equity interests | | | | |
| (3) Other | | | | · |
| (A) | | - | - | |
| (B) | | | | |
| (C) | | | | |
| (D) | | | | |
| (E) | | | | <u> </u> |
| (F) | | | | |
| (G) | | | | |
| (H) | | | | |
| Total (Col (b) must equal Form 990, Part X, col (B) line 12) | | | | |
| Part VIII Investments - Program Related. | | | | - · · - |
| Complete if the organization answered "Yes" of | on Form 990 Part IV | line 11c See Form 990 P | art Y line 13 | |
| (a) Description of investment | (b) Book value | | | d-of-year market value |
| (1) | (2) 2 3 1 1 2 2 2 | (0) | | |
| (2) | | | | <u></u> |
| (3) | <u> </u> | | | |
| (4) | | | | |
| (5) | | | | |
| (6) | | | | |
| (7) | • • | | | ' - |
| (8) | | | | |
| (9) | | | | |
| Fotal (Col (b) must equal Form 990, Part X, col. (B) line 13) | | | | |
| | | 1 | | |
| | | | | |
| Part IX Other Assets. | on Form 990, Part IV | line 11d. See Form 990. P | art X. line 15 | |
| Part IX Other Assets. Complete if the organization answered "Yes" of | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [| on Form 990, Part IV, Description | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [| | line 11d See Form 990, F | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) (5) | | line 11d See Form 990, F | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) (5) (6) | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) (5) (6) (7) | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX | | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) (5) (6) (7) (8) (9) | Description | line 11d See Form 990, P | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [(1) (2) (3) (4) (5) (6) (7) (8) | Description | line 11d See Form 990, F | art X, line 15 | (b) Book value |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [1] (1) (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. | Description | | > | |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [] (1) (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) [] | Description | | > | |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [| Description | line 11e or 11f See Form | > | |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [1] (2) (3) (4) (5) (6) (7) (8) (9) Fotal. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) Description of liability (1) Federal income taxes | Description | line 11e or 11f See Form | > | |
| Part IX Other Assets. Complete if the organization answered "Yes" (a) [1] (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) Description of liability (1) Federal income taxes (2) | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [1] (1) (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) Description of liability (1) Federal income taxes (2) (3) | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [1] (1) (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) (a) Description of liability (1) Federal income taxes (2) (3) (4) | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [1] (1) (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (1. (a) Description of liability (1) Federal income taxes (2) (3) (4) (5) | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [1] (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (1) (a) Description of liability (1) Federal income taxes (2) (3) (4) (5) (6) | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [] [1] [2] [3] [4] [5] [6] [7] [8] [9] Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (a) Description of liability [1] [1] [2] [3] [4] [5] [6] [6] [7] | Description | line 11e or 11f See Form | > | |
| Complete if the organization answered "Yes" (a) [1] (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col (B) line Part X Other Liabilities. Complete if the organization answered "Yes" (1) (a) Description of liability (1) Federal income taxes (2) (3) (4) (5) (6) | Description | line 11e or 11f See Form | > | |

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII

Dr. James Dobson Family Institute dba Family Talk 27-1394708 Page 4 Schedule D (Form 990) 2017 Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return. Complete if the organization answered "Yes" on Form 990, Part IV, line 12a 8,416,060. Total revenue, gains, and other support per audited financial statements Amounts included on line 1 but not on Form 990, Part VIII. line 12 2 a Net unrealized gains (losses) on investments 2a b Donated services and use of facilities 2b c Recoveries of prior year grants 2c d Other (Describe in Part XIII) 2d e Add lines 2a through 2d 2e 8,416,060. 3 Subtract line 2e from line 1 Amounts included on Form 990, Part VIII, line 12, but not on line 1 a Investment expenses not included on Form 990, Part VIII, line 7b b Other (Describe in Part XIII) c Add lines 4a and 4b 4c 8,416,060. Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12) 5 Part XII | Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. Complete if the organization answered "Yes" on Form 990, Part IV, line 12a 7,244,522. Total expenses and losses per audited financial statements Amounts included on line 1 but not on Form 990, Part IX, line 25 a Donated services and use of facilities 2a b Prior year adjustments 2b c Other losses 2c d Other (Describe in Part XIII) 2d e Add lines 2a through 2d 2e 3 Subtract line 2e from line 1 Amounts included on Form 990, Part IX, line 25, but not on line 1 a Investment expenses not included on Form 990, Part VIII, line 7b b Other (Describe in Part XIII) c Add lines 4a and 4b 4c Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18) 5 Part XIII Supplemental Information. Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information Part X, Line 2

The Organization evaluates the effect of uncertain tax positions, if any, and provides for those positions in accordance with the provisions of FASB ASC Topc 450, Contingencies. The Organization is required to disclose any material adjustments as a result of tax examinations. The Organization reports interest and penalties resulting from these adjustments as interest expense and other expenses, as applicable. There were no tax examinations or adjustments during the year ended September 30, 2018.

SCHEDULE G

(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

➤ Attach to Form 990 or Form 990-EZ.

Go to www.irs.gov/Form990 for the latest instructions.

OMB No 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Dr. James Dobson Family Institute

Employer identification number

27-1394708 dba Family Talk Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17 Form 990-EZ filers are not required to complete this part 1 Indicate whether the organization raised funds through any of the following activities. Check all that apply a X Mail solicitations Solicitation of non-government grants Internet and email solicitations Solicitation of government grants Phone solicitations g X Special fundraising events In person solicitations 2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or X Yes No key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization (v) Amount paid (III) Did fundraiser (vi) Amount paid (i) Name and address of individual (iv) Gross receipts (or retained by) to (or retained by) (II) Activity have custody or control of contributions? or entity (fundraiser) from activity fundraiser organization listed in col (i) Dunham & Company Inc. - 6111 Media representation Yes No W. Plano Pkwy, Ste 2700 Х 19.500 <19.500.> agency Total 19 500 <19 500.5 3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing

27-1394708 Page 2

Schedule G (Form 990 or 990 EZ) 2017 dba Family Talk

732082 09-13-17

Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000 (a) Event #1 (b) Event #2 (c) Other events (d) Total events Donor None (add col (a) through Relations/Fu col (c)) (event type) (event type) (total number) 1,150,549 1,150,549. Gross receipts 2 Less Contributions 1,150,549. 1,150,549. Gross income (line 1 minus line 2) Cash prizes Noncash prizes Direct Expenses Rent/facility costs Food and beverages 8 Entertainment 386,188. 386,188. 9 Other direct expenses 10 Direct expense summary Add lines 4 through 9 in column (d) 386,188. 764,361. 11 Net income summary Subtract line 10 from line 3, column (d) Gaming. Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a (b) Pull tabs/instant (d) Total gaming (add Revenue (c) Other gaming (a) Bingo bingo/progressive bingo col (a) through col (c)) Gross revenue 2 Cash prizes Direct Expenses Noncash prizes Rent/facility costs 5 Other direct expenses % Yes Yes Yes 6 Volunteer labor 7 Direct expense summary Add lines 2 through 5 in column (d) 8 Net gaming income summary Subtract line 7 from line 1, column (d) 9 Enter the state(s) in which the organization conducts gaming activities Yes a is the organization licensed to conduct gaming activities in each of these states? l No b If "No," explain Yes 10a Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? b If "Yes," explain Schedule G (Form 990 or 990-EZ) 2017

Dr. James Dobson Family Institute Schedule G (Form 990 or 990-EZ) 2017 dba Family Talk 11 Does the organization conduct gaming activities with nonmembers? 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed Yes No to administer charitable gaming? 13 Indicate the percentage of gaming activity conducted in a The organization's facility b An outside facility 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records Address > Yes No 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue? b If "Yes," enter the amount of gaming revenue received by the organization ▶ \$ ______ and the amount of gaming revenue retained by the third party > \$ c If "Yes," enter name and address of the third party Name > Address ► ____ 16 Gaming manager information Gaming manager compensation ► \$ ___ Description of services provided Director/officer Employee Independent contractor 17 Mandatory distributions a Is the organization required under state law to make charitable distributions from the gaming proceeds to Yes No retain the state gaming license? b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year > \$ Supplemental Information. Provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information. See instructions Schedule G, Part I, Line 2b, List of Ten Highest Paid Fundraisers: (i) Name of Fundraiser: Dunham & Company, Inc. (i) Address of Fundraiser: 6111 W. Plano Pkwy, Ste 2700, Plano, TX 75093

| Schedule | G (Form 9 | 990 or 990 | -EZ) | dba E | rames Family | Talk | i ran | | ISCIC | uce | 27 | 7 <u>-139470</u> |)8 Pag | ie 4 |
|----------|-----------|------------|-------------|--------------|-----------------|----------|---------------|-------------|-------|-------------|--|------------------|--------|------|
| Part I\ | / Supp | lement | al Inforn | nation (| continued) | | | | | | | | | |
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SCHEDULE J (Form 990)

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

Open to Public

OMB No 1545-0047

Department of the Treasury
Internal Revenue Service
Name of the organization

► Go to www.irs.gov/Form990 for instructions and the latest information.

Dr. James Dobson Family Institute

dba Family Talk

Employer identification number 27-1394708

Part I **Questions Regarding Compensation** Yes No 1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items Y First-class or charter travel Housing allowance or residence for personal use Payments for business use of personal residence Travel for companions Health or social club dues or initiation fees Tax indemnification and gross-up payments Personal services (such as, maid, chauffeur, chef) Discretionary spending account b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain 1b Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, 2 trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a? Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director Check all that apply Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III X Compensation committee Written employment contract Compensation survey or study Independent compensation consultant X Approval by the board or compensation committee Form 990 of other organizations During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization a Receive a severance payment or change-of-control payment? b Participate in, or receive payment from, a supplemental nonqualified retirement plan? 4b Х c Participate in, or receive payment from, an equity-based compensation arrangement? 4c If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9. For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of Х The organization? 5a X b Any related organization? If "Yes" on line 5a or 5b, describe in Part III For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of a The organization? 6a Х 6b Any related organization? If "Yes" on line 6a or 6b, describe in Part III For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments Х not described on lines 5 and 6? If "Yes," describe in Part III 7 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the 8 X initial contract exception described in Regulations section 53 4958-4(a)(3)? If "Yes," describe in Part III If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Regulations section 53 4958-6(c)?

Schedule J (Form 990) 2017

Page 2

27-1394708

dba Family Talk

Schedule J (Form 990) 2017

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii) Do not list any individuals that aren't listed on Form 990, Part VII

Note: The sum of columns (B)(I)-(III) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual

| | | (B) Breakdown of | (B) Breakdown of W-2 and/or 1099-MISC compensation | SC compensation | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|-----------------------|------|---|--|-----------------|-----------------------------|----------------|----------------------|---------------------------------------|
| (A) Name and Title | | (I) Base | (ii) Bonus & | (iii) Other | other deferred compensation | benefits | (B)(I)·(D) | ın column (B) reported as deferred |
| | | - COLUMN TO THE | compensation | compensation | | | | on prior Form 990 |
| (1) Michael Tomlinson | Ξ | 177,551. | 0 | 0 | 0 | 0. | 177, | 0 |
| _ | Ξ | 0 | 0 | • 0 | 3,102. | 75. | 3,177. | 0 |
| (2) Dennis Call | 3 | 118,94 | 0. | 0 | | 0 | 118, | 0. |
| Former COO | Ξ | 0 | 0. | .0 | • 0 | 45. | | 0 |
| | (i) | | | | | | | |
| | (ii) | | | | | | | |
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| 27-1394708 | | Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II Also complete this part for any additional information |
|--|-----------------------------------|---|
| Dr. James Dobson Family Institute dba Family Talk | | criptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, a |
| Dr. | nation | ation, or des |
| Schedule J (Form 990) 2017 | Part III Supplemental Information | Provide the information, explanation, or descriptions required for |

Page 3

| | | | | • | | | | | | Schedule J (Form 990) 2017 |
|--|--|--|--|---|--|--|--|--|--|----------------------------|
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SCHEDULE L

Department of the Treasury

Internal Revenue Service

Transactions With Interested Persons

(Form 990 or 990-EZ)

Name of the organization

► Complete if the organization answered "Yes" on Form 990, Part IV, line 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.

▶ Attach to Form 990 or Form 990-EZ.

► Go to www.irs.gov/Form990 for instructions and the latest information.

Dr. James Dobson Family Institute

2017

Open To Public Inspection

OMB No 1545-0047

Employer identification number

27-1394708 dba Family Talk Excess Benefit Transactions (section 501(c)(3), section 501(c)(4), and 501(c)(29) organizations only) Part I Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b (b) Relationship between disqualified (d) Corrected? (a) Name of disqualified person (c) Description of transaction person and organization Yes No 2 Enter the amount of tax incurred by the organization managers or disqualified persons during the year under section 4958 3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization Loans to and/or From Interested Persons. Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a or Form 990, Part IV, line 26, or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22 (d) Loan to or (h) Approved (i) Written (a) Name of (b) Relationship (c) Purpose (e) Original (f) Balance due (g) In by board or committee? from the principal amount default? agreement? with organization of loan interested person organization? From Yes No Yes То No Yes Total Grants or Assistance Benefiting Interested Persons. Part III Complete if the organization answered "Yes" on Form 990, Part IV, line 27 (c) Amount of (d) Type of (e) Purpose of (a) Name of interested person (b) Relationship between assistance assistance assistance interested person and the organization

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.

Schedule L (Form 990 or 990-EZ) 2017

Schedule L (Form 990 or 990-EZ) 2017 dba Family Talk

27-1394708 -- Page 2 Part IV Business Transactions Involving Interested Persons. Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c (e) Sharing of (a) Name of interested person (b) Relationship between interested (c) Amount of (d) Description of organization's person and the organization transaction transaction revenues? Yes No 0.Family Talk Dr. James C. Dobson President and CEO Х Shirley Dobson Board Member 0.Family Talk X Supplemental Information Provide additional information for responses to questions on Schedule L (see instructions) Sch L, Part IV, Business Transactions Involving Interested Persons: (a) Name of Person: Dr. James C. Dobson (d) Description of Transaction: Family Talk purchases books from publishing companies that publish books authored by Dr. and Mrs. Dobson. Dr. and Mrs. Dobson have waived all royalties associated with such purchases. In addition, Family Talk purchases these books at the author discount. (a) Name of Person: Shirley Dobson (d) Description of Transaction: Family Talk purchases books from publishing companies that publish books authored by Dr. and Mrs. Dobson. Dr. and Mrs. Dobson have waived all royalties associated with such purchases. In addition, Family Talk purchases these books at the author discount.

SCHEDULE M (Form 990)

Noncash Contributions

► Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.

OMB No 1545-0047

Open To Public

Department of the Treasury Internal Revenue Service

Name of the organization

Attach to Form 990.

Go to www.irs.gov/Form990 for the latest information. Dr. James Dobson Family Institute

Inspection Employer identification number

27-1394708 dba Family Talk Part I Types of Property (d) (a) (b) (c) Check if Number of Noncash contribution Method of determining amounts reported on contributions or applicable noncash contribution amounts items contributed Form 990, Part VIII, line 1g Art · Works of art Art · Historical treasures Art - Fractional interests Books and publications Clothing and household goods Cars and other vehicles 6 7 Boats and planes Intellectual property 8 X 105,576.FMV 9 Securities - Publicly traded 10 Securities - Closely held stock Securities · Partnership, LLC, or 11 trust interests 12 Securities · Miscellaneous Qualified conservation contribution · 13 Historic structures Qualified conservation contribution - Other 14 15 Real estate - Residential 16 Real estate - Commercial Real estate Other 17 Collectibles 18 Food inventory 19 20 Drugs and medical supplies 21 Taxidermy 22 Historical artifacts 23 Scientific specimens Archeological artifacts 24 25 Other Other 26 27 Other 28 Other Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement Yes No 30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for X exempt purposes for the entire holding period? 30a b If "Yes," describe the arrangement in Part II X 31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions? 31 32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash X 32a contributions?

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked,

Schedule M (Form 990) 2017

33

b If "Yes," describe in Part II

describe in Part II

| Schedule M | (Form 990) 2017 | <u>dba Famil</u> | <u>y Talk</u> | | | 27-139470 | |
|--------------|-----------------|------------------|---------------------|--|--|---|----------------------------|
| Part II | Supplemental | Information. P | Provide the informa | tion required by l tions, the numbe | Part I, lines 30b, 32b, r of items received, o | and 33, and whether the or r a combination of both Als | rganization so complete |
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SCHEDULE O

(Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

► Attach to Form 990 or 990-EZ. ► Go to www.irs.gov/Form990 for the latest information. Open to Public

OMB No 1545-0047

Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Dr. James Dobson Family Institute dba Family Talk

Employer identification number 27-1394708

| Form 990, Part I, Line 1, Description of Organization Mission: |
|---|
| based, and to seek to introduce as many people as possible to the |
| gospel of Jesus Christ. Specifically, the focus of the ministry is on |
| marriage, parenthood, evangelism, the sanctity of human life and |
| encouraging righteousness in the culture. |
| |
| Form 990, Part III, Line 1, Description of Organization Mission: |
| sanctity of human life and encouraging righteousness in the culture. |
| |
| Form 990, Part III, Line 4d, Other Program Services: |
| Other indirect program expenses related to the Organizations mission. |
| Expenses \$ 2,069,729. including grants of \$ 0. Revenue \$ 0. |
| |
| Form 990, Part VI, Section A, line 2: |
| Dr. James C. Dobson and Shirley Dobson: Family Relationship |
| |
| Form 990, Part VI, Section B, line 11b: |
| The return is sent to all Board Members for review prior to its filing. |
| |
| Form 990, Part VI, Section B, Line 12c: |
| Potential conflicts of interest are addressed and reviewed annually prior |
| to the audit of the Organization's financial statements. |
| |
| Form 990, Part VI, Line 17, List of States receiving copy of Form 990: |
| AK, AZ, CA, CO, FL, GA, MN, MS, NH, ND, PA, SC, TN, VA, WA, WV, WI, HI |

| Name of the organization Dr. James Dobson Family Institute dba Family Talk | Employer identification number 27-1394708 |
|--|---|
| Form 990, Part VI, Section C, Line 19: | |
| The Organization's governing documents, conflict of inter | est policy, and |
| financial statements are available to the public upon reg | ruest. |
| Form 990, Part XII, Line 2c: | |
| The process for selecting the audit firm and overseeing t | he audit has |
| not changed from prior years. | |
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SCHEDULE R (Form 990)

Department of the Treasury Internal Revenue Service

Part 1

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

► Attach to Form 990.

Open to Public Inspection 2017

OMB No 1545-0047

► Go to www.irs.gov/Form990 for instructions and the latest information.

Employer identification number 27-1394708 Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33 Dr. James Dobson Family Institute dba Family Talk Name of the organization

| (f) Direct controlling entity | | | mpt | Section 512(b)(13) controlled entity? | <u> </u> | | | Schedule R (Form 990) 2017 |
|--|--|---|---|---|---|--|---|--|
| | | | re related tax-exe | (f) Direct controlling entity | į | | | Schedule R (|
| (e) End-of year assets | | | it had one or mo | (e) Public charity Status (if section 501(c)(3)) | | | | |
| (d) Total income | | | line 34, because | - | 4 | | _ | |
| | | |), Part IV, | (d) Exempt Code section | 501(c)(4) | | | |
| (c) Legal domicile (state or foreign country) | | Ø | swered "Yes" on Form 990 | (c) Legal domicile (state or foreign country) | California | | | |
| (b) Primary activity | | | ons. Complete if the organization ans | (b) Primary activity | Issue advocacy and lobbying arm of Family Falk | | | for Form 990. |
| (a) Name, address, and EIN (if applicable) of disregarded entity | | | Part II organizations of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related tax-exempt organizations during the tax year | (a) Name, address, and EIN of related organization | Family Talk Action Corporation - 24-5071802 Is P.O. Box 51448 | | | For Paperwork Reduction Act Notice, see the Instructions for Form 990. |

dba Family Talk

Schedule R (Form 990) 2017

Part III

Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year

Page 2

27-1394708

Yes Seneral or|Percentage managing ownership Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year (i) Section 512(b)(13) controlled entity? 3 Percentage ownership Yes 3 Ξ Code V-UBI amount in box 20 of Schedule - K-1 (Form 1065) Share of end-of year assets Ξ Disproportionate Yes No aflocations? Ξ Share of total income Share of end-of-year assets 6 Type of entity (C corp, S corp, or trust) Share of total income (d) Direct controlling Predominant income (related, unrelated, excluded from tax under sections 512-514) **e** Legal domicile (state or foreign country) <u>©</u> Direct controlling entity € Primary activity 9 (c)
Legal
domicile
(state or
foreign Primary activity Name, address, and EIN of related organization Name, address, and EIN of related organization Part IV

Schedule R (Form 990) 2017

Page 3

Yes

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Family Institute James Dobson

dba Family Talk Schedule R (Form 990) 2017 Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36 Part V

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV? Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

- a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity
- - **b** Gift, grant, or capital contribution to related organization(s)
- c Gift, grant, or capital contribution from related organization(s)
- d Loans or loan guarantees to or for related organization(s)
- e Loans or loan guarantees by related organization(s)
- f Dividends from related organization(s)
- Sale of assets to related organization(s)
- Purchase of assets from related organization(s)
- Exchange of assets with related organization(s)
- J Lease of facilities, equipment, or other assets to related organization(s)
- k Lease of facilities, equipment, or other assets from related organization(s)
- 1 Performance of services or membership or fundraising solicitations for related organization(s)
- m Performance of services or membership or fundraising solicitations by related organization(s)
- n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- o Sharing of paid employees with related organization(s)
- Reimbursement paid to related organization(s) for expenses
- Reimbursement paid by related organization(s) for expenses
- r Other transfer of cash or property to related organization(s)

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Other transfer of cash or property from related organization(s)

| 2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds | who must complete the | is line, including covered | elationships and transaction thresholds |
|---|----------------------------------|----------------------------|---|
| (a) Name of related organization | (b) Transaction type (a·s) | (c) Amount involved | (d) Method of determining amount involved |
| (1) Family Talk Action Corporation | N | 0 | |
| (2) Family Talk Action Corporation | 0 | 0 | |
| (3) Family Talk Action Corporation | Ц | 0 | |
| (4) | i de prima | | |
| (5) | | | |
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Schedule R (Form 990) 2017

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Schedule R (Form 990) 2017 dba Family Talk

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships

| (k) rcentage vnership | | | | • | | Schedule R (Form 990) 2017 |
|--|---|---|---|-----------------|---|----------------------------|
| o G G | | | | | _ | |
| (j) General or managing partner? Yes NO | | | | | - | |
| Ger 1 Pa | | | _ | | | <u>•</u> |
| (h) (i) (i) (j) (k) (k) 0spropor Code V-UBI General or Percentage underluons? of Schedule K-1 parner? ovenership yes No (Form 1065) yes No | | | | | | Schedu |
| (h) Otspropor Unate allocations? | | | | | | |
| Ouspr too alloca | | | | | | |
| (g) Share of end-of-year assets | | | | | | |
| (f) Share of total income | | | | | | |
| (e) Are all partners sec 501(c)(3) orgs > Ves No | | - | | | | _ |
| (e) Are all partners sec 501(c)(3) orgs ? Yes No | | | | | | |
| (d) Predominant income (related, unrelated, excluded from tax und sections 512-514) | , | | | | | |
| (c) Legal domicile (state or foreign country) | | | | | | |
| (b) Primary activity | | | | | | |
| (a) Name, address, and EIN of entity | | | | | | |

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|-------------|--------------|--------------------------------|------------|-------------------------------|-----------|--------------|---------------------------------------|-------------|-----|-------------|--------|
| Part VII | Supplem | ₀₁₇ ental Inforn | nation | ramily 16 | <u> </u> | | | _ | | 1374100 | rage 5 |
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Schedule R (Form 990) 2017